

# Comparisons of Job Characteristics

**Focus Occupation: Retail Salespersons (41-2031)**

**Associated Occupation: Counter Attendants, Cafeteria, Food Concession, and Coffee Shop (35-3022)**

Compare Knowledge

Compare Skills

Compare Abilities

Compare Detailed Work Activities

Compare Tools and Technologies

<<	Focus occupation element is much lower
<	Focus occupation element is lower
0	Focus occupation element is at a similar level
>	Focus occupation element is at a higher level
>>	Focus occupation element is at a much higher level

## Knowledge

Similarity of Focus Occupation to Associated Occupation: 84

Focus Occupation: Retail Salespersons (41-2031)

Associated Occupation: Counter Attendants, Cafeteria, Food Concession, and Coffee Shop (35-3022)

Associated Occupation's Key Knowledge Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation
Customer and Personal Service	11.3	13.2	16.6	>> Current knowledge level is likely more than sufficient
Food Production	2.1	6.0	1.7	<< Extensive education and/or training may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Skills

Similarity of Focus Occupation to Associated Occupation: 93

Focus Occupation: Retail Salespersons (41-2031)

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Associated Occupation's Key Skills Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation
Service Orientation	7.9	9.2	11.8	> Skill level is likely sufficient
Persuasion	7.4	7.6	12.2	>> Skill level is likely more than sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Abilities

Similarity of Focus Occupation to Associated Occupation: 88

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Associated Occupation's Key Abilities Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Near Vision	11.1	9.7	9.5	0	Current ability level may be sufficient
Oral Expression	12.4	9.7	13.4	>>	Current ability level is likely more than sufficient
Speech Recognition	9.9	9.7	11.5	>	Current ability level is likely sufficient
Oral Comprehension	12.5	9.6	13.7	>>	Current ability level is likely more than sufficient
Speech Clarity	10.2	8.9	12.1	>>	Current ability level is likely more than sufficient
Time Sharing	6.6	7.6	6.6	<	Some improvement in abilities may be required
Trunk Strength	5.7	7.6	6.8	<	Some improvement in abilities may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Activities that Both Occupations Have in Common

Similarity of Focus Occupation to Associated Occupation: 59

**Focus Occupation: Retail Salespersons (41-2031)**

**Associated Occupation: Counter Attendants, Cafeteria, Food Concession, and Coffee Shop (35-3022)**

Work Activities	Exclusivity of Activity
Clean rooms or work areas	30
Obtain information from individuals	24
Provide customer service	14
Use cash registers	70
Use oral or written communication techniques	1

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Tools and Technologies that Both Occupations Have in Common

Similarity of Focus Occupation to Associated Occupation: 69

**Focus Occupation: Retail Salespersons (41-2031)**

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Tools and Technologies	Exclusivity
Calculating machines and accessories	3
Computer data input devices	2
Computers	1
Data management and query software	1
Industry specific software	1

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.